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UNITED NATIONS CONFERENCE ON TRADE AND DEVELOPMENT

Report of the Standing Committee on Developing Services Sectors: Fostering Competitive Services Sectors in Developing Countries - Insurance on its third session

held at the Palais des Nations, Geneva,
from 13 to 17 November 1995

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INTRODUCTION

1. The Standing Committee on Developing Services Sectors: Fostering Competitive Services Sectors in Developing Countries: Insurance held its third session at the Palais des Nations, Geneva, from 13 to 17 November 1995.

2. In the course of its session, the Standing Committee held two formal plenary meetings (9th-10th meetings) and seven informal meetings.

Opening statements

3. The **Chairman** said that insurance had become an essential mechanism of modern societies for the protection of persons and goods. In a majority of countries, the insurance sector had also become a major institutional investor, and as such its role in development and economic growth could not be ignored, either at the country level or at the international level.

4. With regard to agenda item 3, prudential regulation and measures for the protection of insurance consumers within the framework of market liberalization merited strong support. The quasi monopoly situation which had recently still existed in many developing countries had left supervisory authorities with only a secondary role, which was often limited to the compilation of statistics. The establishment of a competitive market required a profound change in regulations and in the methods and spirit of supervision. The new rules had to be clear, equitable and transparent, and they had to create a favourable environment for the development of the insurance sector, free of excessive constraints which could discourage the investment of capital and expertise, in particular as regards foreign operators in the sector.

5. With regard to agenda item 4, he felt that, beyond the established knowledge of the international markets which covered catastrophic risk, much remained to be done in many countries to better determine the technical foundations on which this type of insurance rested. It was not possible to establish a viable premium rate without knowing the extent of the risks and the values and the accumulation of goods exposed to such events. The UNCTAD studies in this respect were revealing and of high didactic value.

6. The UNCTAD secretariat had also prepared background documents on credit guarantee funds for SMEs in developing countries and on the financial implications of agricultural insurance, and he hoped that the Committee could approach these subjects, which also formed part of its work programme. Finally, he drew attention to the fact that the cycle of meetings set up by UNCTAD VIII in Cartagena had come to an end and that an evaluation of the work completed by the Committee would thus be necessary.

7. The **Deputy to the Secretary-General of UNCTAD** said that the work of UNCTAD in the field of insurance was based on the conviction that there was a positive synergy between the development process and the prevalence of insurance. In that connection, UNCTAD IX would examine the opportunities, as well as the risks, for growth and development offered by globalization and liberalization. The three substantive topics of UNCTAD IX were highly relevant to the work of the Standing Committee; they were development policy and strategy in an interdependent world, promoting international trade as an instrument for development, and promoting enterprise development. Because of

its implications for development, insurance should be an integral component of development policy and strategy. Regarding trade, the issue of insurance as a promoter of trade efficiency was a fundamental one. Insurance was also an instrument that helped mitigate the inevitable risks that entrepreneurship carried.

8. The forces of nature remained a serious threat to the economic progress of many developing countries. The development process created and supported the trend towards the concentration of property and population in industrial and urban areas and critically enlarged catastrophic risk and the risk of environmental degradation. This created the need for government policy responses and national risk management for catastrophes and large risks.

9. The human resources in the insurance sectors of many developing countries required upgrading, and important fields in that respect would include credit and creditor insurance, product liability insurance, product distribution, underwriting skills, actuarial skills and surveying. Management and supervision of investment required competent human resources in both insurance undertakings and government supervisory offices.

10. Finally, he emphasized that recommendations for technical cooperation activities should be matched with commitments for financial support.

Chapter I

REVIEW OF CRITICAL AREAS WITH REGARD TO INSURANCE LEGISLATION, REGULATION AND SUPERVISION

(Agenda item 3)

PROBLEMS FACED BY DEVELOPING COUNTRIES AND COUNTRIES IN TRANSITION IN THE AREA OF INSURANCE AGAINST CATASTROPHE PERILS

(Agenda item 4)

REVIEW OF PROGRESS MADE ON THE WORK PROGRAMME, IN THE CONTEXT OF PARAGRAPH 76 OF THE CARTAGENA COMMITMENT

(Agenda item 5)

11. For its consideration of these agenda items, the Standing Committee had before it the following documentation:

"Establishment of effective insurance regulatory and supervisory systems - study by the UNCTAD secretariat" (TD/B/CN.4/52) (agenda item 3);

"Regulation and supervision of insurance operations: analysis of responses to a questionnaire and possible elements for establishing an effective supervisory authority - background information by the UNCTAD secretariat" (UNCTAD/SDD/INS/10) (agenda item 3);

"Report of the Expert Group on Insurance Supervision and Regulation" (UNCTAD/SDD/INS/12) (agenda item 3);

"A summary of the major components and structures for catastrophe insurance schemes - study by the UNCTAD secretariat" (TD/B/CN.4/54) (agenda item 4);

"A ten-country analysis of catastrophe exposure, insurance sector and country financial capacity to bear risk - background document by the UNCTAD secretariat" (UNCTAD/SDD/INS/8) (agenda item 4);

"Comparative examples of existing catastrophe insurance schemes - background document by the UNCTAD secretariat" (UNCTAD/SDD/INS/11) (agenda item 4);

"Review of activities of the secretariat pertaining to the work programme - report by the UNCTAD secretariat" (TD/B/CN.4/53) (agenda item 5);

"Creditor guarantee funds for the benefit of small and medium enterprises (SMEs) in developing countries" (UNCTAD/SDD/INS/7) (agenda item 5);

"Financial implications of agricultural insurance - a background note prepared by the UNCTAD secretariat" (UNCTAD/SDD/INS/9) (agenda item 5).

12. The **Chief of the Insurance Programme** said that the global economy presented an infinite number of problems related to the distribution and management of risks resulting from movements of goods and capital. Insurance was a necessary instrument for many developing country entrepreneurs if they were to capture some of the multiple opportunities that global trade and investment offered. Insurance was therefore a key to developing countries' participation in global trade.

13. With regard to the work programme, an analysis of the progress achieved under the general headings of promoting transparency and fostering competitive services indicated that the Standing Committee had fulfilled its mandates. With regard to agenda item 3, the main focus of the secretariat's documentation was the establishment of effective supervision to ensure the financial stability and long-term viability of insurers in the context of privatization and liberalization. Concerning item 4, the secretariat's reports provided an illustration of information which had to be gathered before catastrophe insurance could be implemented. Under item 5, the documentation reviewed issues not included under items 3 or 4, such as credit insurance and the financial implications of agricultural insurance. It also suggested possible areas for future work.

14. Finally, she pointed out that the secretariat had been unable to satisfy certain technical cooperation requests due to a shortage of funding. The establishment of a trust fund that would allow long-term planning and targeting of needs would be helpful in that respect.

15. The representative of **Spain**, speaking of behalf of the **European Union**, said that, for the insurance market to evolve in developing countries and countries in transition, priority had to be given to the establishment of effective control and legal systems, including suitable authorization requirements, appropriate measures on solvency and technical provisions, specific measures for the correct management of insurance companies and the practical organization of staff, the progressive liberalization of the market and accelerated programmes to privatize and dismantle monopolies, all aimed at enhanced consumer service and protection. Account also had to be taken, according to the degree of development and modernization of each market, of the need to establish processes for prior control of tariffs and products by the public authorities. The European Union would be intensifying its efforts along these lines, concentrating its activity on matters where it enjoyed a comparative advantage.

16. The UNCTAD study on catastrophe insurance clearly stated that much of the basic data necessary for the development of insurance mechanisms already existed in many countries, but this information had not yet been fully brought together and was not easily accessible, which was essential to define the dimensions and features of the schemes to be implemented. Emphasis had to be given to the urgent need to find solutions to the economic and human consequences arising from the occurrence of catastrophic events, particularly if predictions concerning climatic change and increases in the frequency and intensity of disasters were fulfilled; such events had recently very seriously compromised the capacities of insurance markets and national budgets, even in highly developed countries. The urgency in introducing minimal basic schemes not only arose from the spectacular increase in loss frequencies but was also closely linked to the priority objective of "safe development", including

sustainable development and environmental protection. The European Union had valid references in this area in terms of highly developed systems and of others recently introduced, and it was keen to demonstrate its willingness to participate in cooperation programmes.

17. As to the programme of work, he particularly applauded the statistical analysis carried out on insurance and reinsurance operations and the examination of events in the insurance and reinsurance fields. The first of these had to continue in order to analyse trends in insurance sectors, since it was not enough just to examine the situation at one point in time. The Committee had to base its work on documents providing a precise, up-to-date and detailed view making it possible to measure the progress in the markets concerned and to accelerate their development. It would likewise be excellent if the establishment of the proposed electronic database could be made a reality, along with cooperation with other organizations such as EUROSTAT and OECD.

18. The Committee had to continue to ensure high standards in terms of both the quality and focus of its discussions. He thought it appropriate to continue the study of specific aspects which would contribute to the knowledge and development of the insurance industry and to take up matters tabled by the secretariat or any other of interest to the Committee. Finally, he reminded the secretariat of the need for documents to reach delegations in due time and in the official languages.

19. The representative of **Chile** said that a regulatory system should play the dual role of protecting the interests of policy-holders and ensuring the security of the insurance market. In addition, the regulatory system should contribute to the growth and development of the insurance industry, and to this end there must be adequate policies based on the two supporting pillars of solvency and transparency.

20. In Chile, the liberalization of the insurance market had required adjustments to be made in the relevant legislation. No longer involved in rate setting, insurance legislation now concentrated on strengthening solvency through initial capitalization requirements, ensuring investors had sufficient financial resources. Measures had also been taken in relation to the maintenance of technical reserves and shareholders' funds, as well as in respect of eligible assets. Insurance companies' investment policies had to comply with the legislative framework. The capital structure of insurance companies was also regulated, with maximum permitted gearing ratios. Life and non-life insurance operations and funds had to be maintained as separate entities. As asset and liability management became daily more complex, other relevant regulations relating to financial markets and new financial instruments also came into play.

21. The Chilean market had benefited from well developed transparency, with public quarterly reporting of results and public registers of insurance policies, insurers, brokers and foreign insurers. All changes had to be notified immediately to the authorities, and the public had access to all available information. The use of independent auditors and insurers' rating agencies contributed to the growth of transparency.

22. The expansion of life insurance and pension funds had to be a major reason for the growth of the Chilean capital markets, as pensions and social security had been transferred from the public to the private sector. They were now the main capital providers, and as a result of the stimulation of the growth of its capital markets, Chile was now less dependent on foreign capital and less affected by international financial crises.

23. The data available on the insurance sector in Chile demonstrated the very significant growth of the sector since deregulation during the period 1980-1994, as well as of the assets and operations of pension funds and insurance companies.

24. The representative of **China** said that for many developing countries insurance was still an emerging industry, and its level of development still lagged far behind that of the insurance sector in developed countries. The developing countries therefore urgently needed wide-ranging international cooperation in order to raise their level of insurance management, improve their ability in insurance operations, and enhance the quality of their insurance personnel. The direction taken by UNCTAD in developing technical assistance and in the exchange of experience in the field of insurance was certainly a welcome one.

25. With regard to his country, the insurance industry in China was a late-starter where the basic structure of an insurance market had barely taken shape and consisted of single-ownership State companies, limited-liability corporations and foreign-capital companies. In order to strengthen and perfect its control over the insurance market, China had recently promulgated its first insurance legislation, which took into account international insurance practice as well as the specifics of China's insurance industry, with emphasis on the monitoring of solvency requirements and regulation of market behaviour.

26. China regarded catastrophe insurance as an important means of defence against natural disasters, and in view of the ongoing changes in China's insurance industry, was prepared to borrow useful experiences in the field of catastrophe insurance from all countries and regions in order to develop a form of catastrophe insurance particularly suited to China.

27. He recognized that much work had been done by UNCTAD in the field of insurance since the inception of the Committee, and UNCTAD, as the only organ within the United Nations system entrusted with the task of research and technical cooperation in insurance, should continue and strengthen its work in this area. The recommendation by the secretariat to establish an insurance trust fund for the financing of future projects deserved support.

28. With regard to a future work plan, three areas should be emphasized. Firstly, training of personnel: to varying degrees, the insurance industry in developing countries suffered from lack of expertise, and the Committee could formulate concrete plans to enlist insurance specialists from various countries to train insurance personnel from developing countries. Priority could be given to training inspectors for assessing flood damage, inspectors for insuring construction projects and legal personnel for the settlement of insurance claims. Secondly, cooperation for the development of insurance policies: the development of policies was an important task in the insurance

industry. The Committee could develop or compile samples of policies in some major insurance categories such as floods, fire and construction, for use as reference by members. It could also hold workshops for the exchange of experiences on these subjects. And thirdly, insurance of major projects: with the development of the national economy and increasing foreign investment in developing countries, the number of major projects in these countries had also continuously increased. Many countries still lacked experience and knowledge in fields such as how to determine appropriate premiums, how to arrange for reinsurance, etc. The Committee could strengthen exchanges, coordination and cooperation in this area.

29. The representative of **Jordan** gave a brief overview of changes in his country's insurance regulations and legislation from 1950 to 1995, followed by a description of the present market structure. With regard to the work of the Standing Committee, more attention could be given to the particular problems of developing countries in the context of catastrophe insurance. Concerning the discussion on regulation and supervision, fraud was a problem, as well as legal mistakes committed within the framework of insurance practice. Sometimes policies themselves were legally flawed. This, together with the low purchasing power of the majority of the population in developing countries, represented a real hindrance to the faster growth of insurance markets.

30. The representative of **Egypt** gave a short account of the development of the insurance industry in his country, where the first national insurance company, which was also the first one for Africa and the Middle East, had been founded in 1900. The first national Egyptian reinsurance company had been established in 1957, and in 1961 all insurance companies had been nationalized and their number reduced through the incorporation of smaller companies into the bigger ones. In 1974, in the first phase of the opening up of the economy, foreign insurance companies had been permitted to operate in the economic free zone. In 1980 the law had been amended to allow private ownership of insurance companies; they had, however, to be completely Egyptian owned. The insurance law had been amended again in 1995 and now permitted foreign ownership of 49 per cent of the capital of direct insurance companies and 100 per cent of reinsurance companies.

31. While formerly a system of controlled tariffs had been used, this had now been replaced by a commission responsible for the regulation and supervision of the insurance industry; the commission had the power to liquidate insolvent or mismanaged companies which did not observe the rules. The same was the case for reinsurance. Foreign companies could now operate in Egypt provided they were registered with the supervisory authority.

32. The representative of the **African Insurance Organisation** (AIO) recognized the important support UNCTAD's Insurance Programme had given to developing countries, especially in Africa, over the last 30 years. The continuation of this Programme was vital to Africa, since insurance was an important vehicle for development, as well as for promoting international trade. UNCTAD's role had become particularly important, as it was the only body in the United Nations system that provided expertise and assistance to developing countries in the field of insurance.

33. With regard to a future work programme, Africa needed UNCTAD's support in five areas. Firstly, in respect of agricultural insurance, a project proposal on a Regional Agricultural Insurance Programme had been prepared in collaboration with UNCTAD, and it should be realized in the next two years. Secondly, in human resources development, a proposal for a Regional Education and Training Programme had been submitted to UNCTAD which aimed at capacity-building at the national, subregional and regional levels. Thirdly, life insurance could play a key role in promoting savings to finance development needs, and UNCTAD had an important role to play in this area. Fourthly, in the field of catastrophe insurance, risk mapping was an essential feature in managing catastrophic risks in the developed world, and Africa needed to do its share in this regard. A dialogue had been started with UNCTAD to help launch a regional project on risk mapping. And fifthly, the Insurance Programme had requested countries and Governments to pledge financial support for its work programme, which was primarily aimed at trade promotion through the creation of competitive insurance markets in developing countries: he pledged to make a financial contribution to the Insurance Programme to enable it to continue its activities in that respect.

Informal discussions

34. The Standing Committee pursued its deliberations in informal meetings. In the course of these informal meetings, a number of presentations were made by invited panellists. (For a list of the panellists, see annex II.)

Action by the Standing Committee

35. At its 10th (closing) plenary meeting, on 17 November 1995, the **Standing Committee** adopted draft agreed conclusions on agenda items 3, 4 and 5. (For the text of the agreed conclusions, see annex I.)

Closing statements

36. The representative of **Spain**, speaking on behalf of the **European Union**, said that, through its work on insurance and reinsurance, the Standing Committee had contributed to the basic objective of UNCTAD, which was to promote international trade and, through trade, economic development in general and of the developing countries in particular.

37. The representative of **China** said that the role of insurance in developing countries was increasingly important and many countries were trying to strengthen their insurance sector. UNCTAD had contributed greatly to the promotion of the insurance sector in developing countries, and it was to be hoped that it would increase its efforts in that respect.

38. The representative of **Bolivia** said that the Standing Committee had once again proven its usefulness to member States. At its third session, it had made important progress, and it was to be hoped that the results of the session would benefit the insurance market.

39. The representative of **Sri Lanka** said that the documents prepared for the Standing Committee's session would be extremely useful to his country in drafting new insurance legislation.

40. The **Officer-in-Charge of the Services Development and Trade Efficiency Division** said that the Standing Committee had achieved all the goals it had set itself at the beginning of its session. Many delegations had highlighted the uniqueness of and necessity for the Standing Committee's sessions on insurance, as well as the Committee's contribution to improving mutual understanding and cooperation in the field of insurance. It had been seen that securing successful liberalization of insurance markets required the establishment of legal and supervisory frameworks focusing, in particular, on prudential and consumer protection measures adapted to economic and political conditions and management cultures. Advancing insurance awareness and improving the technical abilities of insurance operators was also paramount to the effective functioning of competitive insurance markets. The role of credit insurance in the development of small and medium-size enterprises had been reviewed and supported, and guidance had also been provided for the development of catastrophe insurance schemes. Since the implementation of agreed future areas of work was dependent upon acceptance by the Trade and Development Board and UNCTAD IX of the principle of pursuing UNCTAD's work in the field of insurance, delegations with a firm interest in seeing that work continue should emphasize the importance of the contribution of insurance to trade and to economic and social development.

41. The **Chairman** said that insurance was a key for economic development, particularly in the fields of agriculture, small and medium-size enterprises, catastrophes and life itself, and it was an indispensable engine for progress towards liberalization. However, it was important to have a framework that respected the aspirations and means of all. The first goal was to protect the consumer, and to that end it was essential to improve the competence of the staff of both insurance companies and supervisory authorities through training, information and cooperation. In addition, it was important to ensure, through legislation, the independence of supervisory authorities and to achieve a balance between competing parties through technical cooperation and mutual respect, since without such balance there could be no genuine liberalization.

Chapter II

ORGANIZATIONAL MATTERS

A. Opening of the session

42. The third session of the Standing Committee on Developing Services Sectors: Insurance was opened by Mr. Fernando Jaime Moscoso Salmon (Bolivia), Chairman of the Standing Committee at its second session.

B. Election of Officers

(Agenda item 1)

43. At the opening plenary meeting of its third session, on 13 November 1995, the Standing Committee elected its bureau as follows:

Chairman:	Mr. Jean-Louis Bellando	(France)
Vice-Chairmen:	Ms. Monica Caceres Ubilla	(Chile)
	Ms. Isabel Corona	(Spain)
	Mr. M. Kanapathipillai	(Sri Lanka)
	Mr. Mohammed Kari	(Nigeria)
	Mr. Boguslaw Sosnowski	(Poland)
Rapporteur:	Mr. Edo Syarifuddin	(Indonesia)

C. Adoption of the agenda and organization of work

(Agenda item 2)

44. The Standing Committee then adopted its draft provisional agenda (TD/B/CN.4/51), as follows:

1. Election of officers
2. Adoption of the agenda and organization of work
3. Review on critical areas with regard to insurance legislation, regulation and supervision
4. Problems faced by developing countries and countries in transition in the area of insurance against catastrophe perils
5. Review of progress made on the work programme, in the context of paragraph 76 of the Cartagena Commitment
6. Other business
7. Adoption of the report of the Standing Committee, Insurance, to the Trade and Development Board.

D. Adoption of the report of the Standing Committee, Insurance, to the Trade and Development Board

(Agenda item 7)

45. At its 10th (closing) plenary meeting, on 17 November 1995, the Standing Committee adopted its draft report as contained in document TD/B/CN.4/L.18, subject to any amendments that delegations might submit to the summaries of their statements, and authorized the Rapporteur to complete the text of the report to reflect the proceedings of the closing plenary.

Annex I

AGREED CONCLUSIONS

1. The Standing Committee on Developing Services Sectors: Fostering Competitive Services in Developing Countries - Insurance, at its third session, held from 13 to 17 November 1995, reviewed the accomplishments achieved under the comprehensive work programme established at its first session, and commended the work undertaken by the UNCTAD secretariat, as well as the quality of the documents submitted. It was noted that discussions had greatly benefited from the participation of experts and private sector representatives.

2. UNCTAD is the only United Nations forum dealing with insurance issues. Recognizing its importance for the economies of developing countries and countries in transition, the Standing Committee, in accordance with paragraph 76 of the Cartagena Commitment and without prejudice to any decisions which may be taken by UNCTAD IX or by the Trade and Development Board, agrees that the work in the field of insurance services should be continued and that future work should focus, inter alia, on the following issues:

A. Establishment of an appropriate framework for the functioning of a competitive market

3. It should be recognized that, for a successful liberalization of insurance markets, a legal and supervisory framework focusing in particular on prudential and consumer protection measures should be in place, as well as insurance regulation and supervision adapted to local conditions and the political and management cultures and circumstances prevailing in a country.

4. Guidance and assistance should be provided on request to countries for the establishment of legal, supervisory and market environments in which there is effective competition. This would involve action at all levels:

(i) Action at government level includes the need to foster a secure and stable financial environment through legislative measures. These should encompass improvement of transparency and availability of information, and monitoring of solvency and market conduct of insurers. Effective monitoring requires improving the competence of staff of supervisory authorities.

Issues relating to new participation in countries' domestic markets and their effective regulation should be addressed. In this respect cooperation between different countries' supervisory authorities should be studied.

(ii) At the corporate level, to enhance the competitiveness of insurance companies, action would involve improvement of the technical abilities of staff of the insurance sector through training in the areas inter alia of corporate management, contract negotiation,

underwriting, reserving and investment practices. Action addressing the need for improvements in the area of marketing, distribution and information gathering systems and loss prevention measures should also be considered.

(iii) At the level of the general public, in order to spread the contribution of insurance to national and personal well-being, action is necessary to improve public awareness and understanding of the uses of insurance and its related benefits. Use of and collaboration with grass-roots organizations such as mutuals and cooperatives and establishment of information and advisory bureaux could be considered in this respect. Mechanisms to protect insurance consumers' interests, and in particular to handle policy-holders' complaints, should also be established.

(iv) The overall contribution of insurance to social and economic development, in particular the role of life and long-term insurance, and the linkage between the development of insurance and other financial services such as banking and investment markets, should be investigated.

The impact of the implementation of free trade in insurance markets of developing countries and countries in transition needs to be assessed and analysed.

(v) More specifically, due to their direct impact on the increase of trade and investment of developing countries, possibilities relating to export credit and credit insurance should be further explored.

B. Catastrophe insurance

5. Recognizing that catastrophe insurance is needed to address the severe risks which many countries face from both man-made and natural disasters:

(i) Measures should be taken to develop a partnership between insurers, reinsurers and the State to address issues of catastrophe insurance;

(ii) Assistance should be provided in the area of training for prevention and control of catastrophic events. Setting-up of statistical information networks, through joint cooperation, and the establishment of basic catastrophe insurance schemes should also be considered;

(iii) A methodology should be developed for formulating insurability criteria relevant to developing countries and countries in transition with regard to their particular market size, insurance density and the profile of their national assets, for the insurance of catastrophes.

(iv) Risk exposures and perils should be structured in terms of size and frequency and consideration should be given to methods of increasing participation by local insurance companies in specified categories of risks directly or through operation of a pool, provided this is not in contradiction with free trade and contract negotiations.

C. Specific needs of developing countries

6. Appreciating the work done so far by UNCTAD's insurance programme and in view of the importance of UNCTAD's assistance to developing countries in improving their competitiveness, the Standing Committee calls upon UNCTAD to assist these countries in developing insurance schemes that advance their economic development, especially agriculture and life insurances. UNCTAD should further assist these countries in developing comprehensive insurance training and education programmes to cover training of trainers and of professionals who run both the insurance industry and their supervisory authorities.

D. Information and technical assistance

7. Given the importance of the exchange of information related to legislative changes and developments affecting insurance markets, the UNCTAD secretariat is requested to further improve the dissemination of available information through the publication of newsletters and the use of electronic tools. In particular, the statistical survey should be pursued utilizing an electronic database to further strengthen the ability for analysis of trends and progress in the insurance sectors of developing countries.

8. In view of the importance of technical assistance activities to implement the findings of the studies in the above-mentioned areas, and in particular agricultural insurance schemes, and to expand existing or establish new training programmes, and taking into account the financial difficulties, the Standing Committee would greatly appreciate support for such projects by potential donors and recommends that the Trade and Development Board consider the establishment of a trust fund for specific tasks.

Annex II

LIST OF PANELLISTS

Agenda item 3

Ms. Monica Caceres Ubilla, Insurance Supervisory Authority, Santiago, Chile
"The role of supervisory authorities in the development of an efficient insurance market: the Chilean experience"

Mr. Harold D. Skipper, Professor of Risk Management and Insurance, Georgia State University, Atlanta, Georgia, United States
"The role of foreign insurers in the insurance markets of developing countries"

Mr. Mario Kakabadse, Counsellor, Trade in Services Division, World Trade Organization, Geneva, Switzerland
"GATS and insurance services"

Agenda item 4

Mr. Mohamed Elteir, Chairman, Egyptian Reinsurance Company, Cairo, Egypt

Mr. Herbert Haag, Chief Executive, Partner Reinsurance Company, Hamilton, Bermuda

Mr. Leslie Lucas, Chief Executive, Pool Reinsurance Company, London, United Kingdom

Mr. Werner Schaad, Head of Natural Catastrophe, Swiss Reinsurance Company, Zurich, Switzerland

Mr. Ernst Leffelaar, Manager of Treaty Underwriting Services, Cologne Reinsurance Company, Cologne, Germany

Agenda item 5

Mr. Jean Bastin, President, Namur Assurances du Crédit and Technical Credit Insurance Consultants, Brussels, Belgium
"Creditor guarantee funds for SMEs"

Annex III

MEMBERSHIP AND ATTENDANCE 1/

1. The following States members of UNCTAD were represented at the session:

Algeria
Bolivia
Chile
China
Costa Rica
Côte d'Ivoire
Democratic People's Republic of Korea
Denmark
Dominica
Ecuador
Egypt
El Salvador
Finland
France
Germany
Ghana
Greece
India
Indonesia
Iraq
Italy
Japan
Jordan
Kenya
Mali
Mauritius
Mexico
Morocco
Nepal
Netherlands
Nigeria
Pakistan
Philippines
Poland
Republic of Korea
Romania
Russian Federation
Senegal
Spain
Sri Lanka
Switzerland
Thailand
Trinidad and Tobago
Tunisia
Turkey
United Kingdom of Great Britain and Northern Ireland
United Republic of Tanzania
United States of America
Zambia
Zimbabwe

2. The following other States members of UNCTAD were represented as observers at the session:

Albania
Bahamas
Fiji
Gabon
Madagascar
Namibia
Portugal
The Former Yugoslav Republic of Macedonia

3. The Economic Commission for Europe was represented at the session. The International Trade Centre UNCTAD/GATT was represented at the session.

4. The following specialized agencies were represented at the session:

International Monetary Fund
World Trade Organization

1/ For the list of participants, see TD/B/CN.4/INF.10.

5. The following intergovernmental organizations were represented at the session:

European Community
League of Arab States
Organisation for Economic Co-operation and Development
Organization of African Unity

6. The following non-governmental organizations were represented at the session:

General Category

African Insurance Organization
International Co-operative Alliance
International Chamber of Commerce
International Federation of Business and Professional Women

Special Category

Association of Export Credit Insurance Organizations
International Association of Insurance and Reinsurance Intermediaries

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كيفية الحصول على منشورات الامم المتحدة

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